

Hard work, good fun

By Annabelle Latz

Andrew Marshall describes his introduction to WineWorks Marlborough more than a decade ago as a 'baptism by fire,' but one he does not regret.

His success in his role as Production Operations Manager has come down to hard work, a solid attitude, and a desire to pass these attributes onto his team that surrounds him.

After his first ever month at WineWorks, and his first month ever in the bottling industry, Andrew, the former production foreman for the meat company PPCS (now Silver Fern Farms), and Factory Manager for Master Butchers Marlborough (MBM), was promoted to production manager.

That was 13 years ago; here he has stayed, and he's never looked back.

The Managers role, Andrew says, has seen many changes over the years.

"Technology has become a huge part of our business, and economies of scale are now essential," he says.

He says many wineries had their own bottling line at the time he started, but these are becoming less and less viable now with such tight margins and increasing costs of compliance.

"Compliance and paperwork is a huge part of our business now...we seem to keep building buildings to cope with capacity, as about every three years we seem to burst at the seams!"

With the maximum capacity in Marlborough to bottle 720,000 X 750ml bottles per day, or 30,000 bottles an hour, keeping up with bottling demands comes down to employing great staff who are enthusiastic and passionate about what they do, and Andrew always loves to see both local and international people on his work floor, who are passionate and prepared to contribute to achieving a good days work.

He says fast growth within the company means work opportunities are almost limitless, and potential he sees from his employees is always nurtured.

WineWorks employs 180 full time staff in Marlborough, and regardless of whether they are local or international, the work ethic at WineWorks is all about supporting each other, and doing your absolute best.

"Don't ever be afraid to say 'I don't know' but then follow it up, so you make sure next time, that you do know!" says Andrew.

The trends and technology of wine bottles have seen changes over the years too, for example bottles are lighter now, and there has been a shift away from cork to screwcaps and other closures, all still hold their place in the industry. Everyone is looking for that small difference in the market place to give them that perceived advantage around packaging or presentation.

WineWorks has eight bottling lines nationwide, and throughout the country the key attributes for this environment are an eye for detail, being able to trouble shoot processes, machinery and people, understanding processes, and being able to communicate both internally and externally.

With a newly completed 16000m<sup>2</sup> (4 acres) building, and another 22000m<sup>2</sup> (5.5 acres) of building area, it's onwards and upwards.

"Get in and give it a crack, be prepared to work hard and potentially long hours while you cut your teeth on a role... you will never get anything for free. Rewards are huge both personally and professionally."

When Andrew is away from the world of bottling, he loves to spend time either tinkering in his shed pulling things apart and (usually) getting them back together, and embracing the sporting community.

He's a lead figure in cricket in the district, acting as Renwick Club president for 15 years, coaching kids cricket and squash, and following his own kids' sport around the country.

Andrew says Marlborough is a great place to raise his family, where they embrace the great weather and the close proximity of all the fun things to do. Let's face it, everyone likes to have fun!